

DUN'S REVIEW

COMMERCIAL AND BANKING FAILURES FROM OFFICIAL RECORDS
COMMODITY PRICE INDEX ~ BANK CLEARINGS REPORTS

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JUNE 11, 1932

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SPECIAL FEATURES



INSOLVENCY RECORD FOR
MAY PAGE 3

DEMAND FOR CLOTHING
BROADENS SLOWLY....PAGE 10



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DUN'S REVIEW

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TRADE REVIEW OF WEEK

Constructive measures fraught with potentialities for general business expansion are making more progress each week, and are contributing to buoying sentiment. Hesitancy is less in evidence in some directions, and further confidence has been contributed by the maintenance of improvement in the banking situation and the continued betterment of credit conditions. The encouraging effect of these trends is reflected in slightly heavier retail trade, which also has been helped by more favorable weather in most districts.

Notions and piece goods are selling slightly better, and straw hats for men continue in fair demand. Sporting goods and vacation requisites also are receiving more attention. House-furnishings and veranda furniture are meeting with only fair response to the liberal advertising, but the movement of paints is larger, and there is more interest noted in Summer hardware lines. Retail distribution in

the South is being retarded by the declining quotations on cotton, which now have reached the low since futures exchanges were established, which was \$4.98 for July, 1898. Hardware and building materials are moving better. Evidence is accumulating weekly that retailing is maintaining an enviable record of fair activity, with outcroppings of favorable news covering a wider area.

Production generally is being curtailed so as to parallel closely current consumption, so that present industrial inventories may enact an important rôle in trade recovery. The smaller manufacturing units are maintaining a reasonably satisfactory volume of sales by intensive selling efforts and close

control of expenses. The major aim of most industrial firms now is the establishment of a sound objective, redefined in terms of present-day conditions, and a definite clarification of the pattern of the organization by the elimination of surplus functions.

DUN'S INDUSTRIAL INDICES

FACTORS REPORTED WEEKLY:

DUN REPORTS	1932	1931	P.C.
Bank Clearings.....	\$5,365,611,000	\$7,814,551,000	-31.3
Commodity Price Advances..	17	23	...
Commodity Price Declines..	47	28	...
Involvements (number).....	571	474 +20.5	

INDUSTRIAL ACTIVITY

†Crude Oil Output (barrels)	2,181,250	2,474,950	-11.9
Electric Power Output (kwh)	*1,381,452	*1,593,662	...
Freight Car Loadings.....	520,962	711,249 -26.7	

FACTORS REPORTED MONTHLY:

AGRICULTURE

‡Cotton Consumption (bales)	367,280	568,681	-27.8
Cotton Exports (bales)	544,563	391,871 +39.0	

DUN REPORTS

Price Index Number.....	\$128.879	\$145.885	-11.7
Involvements (number).....	2,788	2,248 +24.0	
Involvements (liabilities).....	\$83,763,521	\$53,371,212 +56.9	

FOREIGN TRADE

Merchandise Exports.....	136,000,000	215,977,000	-36.8
Merchandise Imports.....	127,000,000	185,706,000	-31.6

INDUSTRIAL ACTIVITY

Pig Iron Output (tons)	783,554	1,994,082	-60.7
Steel Output (tons)	1,107,424	2,505,485	-55.8
Unfilled Steel Tonnage.....	2,326,926	3,897,729 -40.3	
Building Permits.....	\$27,422,795	\$105,170,100 -73.9	

†Daily average production. ‡Domestic consumption. * (000) omitted.

FEWER FAILURES THIS WEEK

Business failures for the first week of June are fewer in number than for any full week since the early part of December last. The total in the United States, as reported by R. G. Dun & Co., was 571, against 554 for the five days last week, 708 the preceding week and 474 a year ago. Business defaults in May were unusually heavy for that month, the average for each business day being 111, and exceeding the average for both March and April. The daily average for the first week of June was reduced to 102. This figure compares with a daily average of 80 a year ago.

Compared with the short week preceding, the increase now is mainly in the West, although in the East and South the number is slightly larger; for the Pacific Coast States a reduction appears. Defaults in recent weeks have been particularly heavy in the Eastern section, and the number there this week is much above that of a year ago. In the West, also, failures now are somewhat more numerous than they were last year, and a smaller increase appears at the South, but for the Pacific Coast States the number this week is less than it was last year. Of this week's failures in the United States, 407 had liabilities of \$5,000 or more in each instance, against 407 last week, 486 in the preceding week, and 268 last year.

Canadian failures this week, as reported by R. G. Dun & Co., numbered 42, against 41 last week, 44 the preceding week, and 30 last year.

SECTION	Week		Five Days		Week		Week	
	June 8, 1932		June 1, 1932		May 26, 1932		June 11, 1932	
	Over \$5,000	Total	Over \$5,000	Total	Over \$5,000	Total	Over \$5,000	Total
East	186	232	187	228	229	292	77	156
South	78	121	79	115	87	145	64	114
West	104	155	98	138	128	190	96	133
Pacific	39	63	43	73	42	81	31	71
U. S.	407	571	407	554	486	708	268	474
Canada	37	42	24	41	26	44	14	30

INSOLVENCY INDEX FOR JUNE LOWERED

Dun's Insolvency Index foreshadows some recession in the record of business failures for June, as compared with those figures for earlier months of the year. The Insolvency Index for the first week of June is 148.3 and compares with 162.0 for May and 158.0 for April. The betterment that is shown in the opening week of this month may tend toward further improvement as the month advances. The adverse feature continues to be the comparison with the records for preceding years. The June index of 148.3 compares with 116.4 for the corresponding period of 1931; 115.3 in 1930 and 105.4 the June return in 1922.

These figures are all very high. They cover periods of more or less severe business stress. For

a normal ratio the index for the five years 1925-1929, inclusive, averaged each year at 100.8. The index this year has been considerably in excess of 50 per cent higher than the normal. In 1922 the record for the earlier months had also been very high, but the recovery in June was very marked.

The figures printed below are computed on the basis of the number of commercial insolvencies to each 10,000 business firms in the United States:

	Monthly		5-Year Average		Monthly		
	1932	1931	1930	1925-29 Ratio	1922	1921	
June to date.....	148.3	116.4	115.3	100.8	115.6	105.4	82.7
May	162.0	131.7	119.9	104.5	119.8	124.4	88.5
April	158.0	134.1	125.0	107.4	123.0	137.8	93.8
March	159.7	146.0	128.4	110.4	126.6	144.8	98.1
February	165.9	169.0	146.7	128.2	147.0	168.7	128.4
January	201.8	188.4	150.2	139.5	160.0	178.7	126.2
December	158.8	140.7	114.7	112.0	125.3	159.6	114.0
November	141.2	127.0	101.1	107.1	122.8	122.8	112.3
October	184.4	117.0	100.0	99.2	115.8	109.3	107.3
September	114.0	112.9	90.2	97.2	109.5	94.5	98.7

SMALL IMPROVEMENT IN BANK CLEARINGS

Bank clearings, while still considerably below those of last year, make much the best showing for several months past. The total this week for all leading cities in the United States of \$5,365,611,000 was 31.3 per cent less than a year ago. At New York City, clearings were \$3,843,016,000, a decline of 30.0 per cent, while the total for the cities outside of New York of \$1,522,595,000 was 34.5 per cent smaller.

Some heavier settlements in the first week of June have contributed to this week's total. This is indicated by the fact that clearings this week exceeded the total for the five days of last week by \$1,311,565,000. Last year there was a reduction of \$872,043,000 between the two weeks.

Clearings at leading cities, compared with those of last year, as compiled by R. G. Dun & Co., are printed herewith; also, average daily figures for each month this year:

	Week	Week	Per
	June 8, 1932	June 10, 1931	Cent
Boston	\$213,000,000	\$350,000,000	-39.1
Philadelphia	270,000,000	410,000,000	-34.1
Baltimore	61,942,000	71,775,060	-18.7
Pittsburgh	85,928,000	125,745,000	-31.7
Buffalo	25,200,000	34,700,000	-27.7
Chicago	232,360,000	435,400,000	-46.6
Detroit	60,000,000	105,000,000	-42.9
Cincinnati	64,048,000	96,196,000	-33.4
Cleveland	42,256,000	51,000,000	-17.1
St. Louis	70,000,000	89,733,000	-21.9
Kansas City	62,870,000	83,733,000	-24.9
Omaha	22,323,000	34,527,000	-35.3
Minneapolis	51,558,000	65,000,000	-20.7
Richmond	26,877,000	38,125,000	-29.5
Atlanta	25,600,000	40,100,000	-36.2
Louisville	17,064,000	22,034,000	-22.5
New Orleans	25,000,000	40,000,000	-37.5
Dallas	25,349,000	40,819,000	-36.7
San Francisco	98,600,000	131,100,000	-25.6
Portland	17,693,000	28,871,000	-35.7
Seattle	24,387,000	31,688,000	-23.0
Total	\$1,522,595,000	\$2,325,413,000	-34.5
New York	3,843,016,000	5,489,138,000	-30.0
Total all.....	\$5,365,611,000	\$7,814,551,000	-31.3
Average Daily:			
June to date.....	\$894,036,000	\$1,514,090,000	-40.9
May	745,655,000	1,410,616,000	-47.8
April	794,652,000	1,457,562,000	-45.5
March	970,338,000	1,409,172,000	-46.5
February	808,845,000	1,389,211,000	-42.1
January	986,006,000	1,414,582,000	-29.6

MAY INSOLVENCY RECORD REDUCED

Commercial insolvencies during May continued to maintain their high trend, despite an improvement in both number and liabilities. Failures in the United States, as reported to R. G. Dun & Co., for May numbered 2,788, with a total indebtedness of \$83,763,521. The present number with the exception of February is the lowest recorded thus far this year. This is due to the seasonal decline that usually occurs at this period and continues through the Summer months.

In comparison with the 2,816 defaults reported for April, the number for May shows a decrease of 1.0 per cent, and is 19.4 per cent below the high point of the year, (January), when 3,458 failures were recorded.

Compared with the record for May of last year, when there were 2,248 defaults, an increase of 24.0 per cent is shown. This is the highest percentage of increase for any month this year, in comparison with the total for the same period of last year.

Although the liabilities remain at a high level, they are the lowest reported this year. The total for May of \$83,763,521 is 17.1 per cent smaller than the amount for April of \$101,068,693. A sharp increase of 56.9 per cent is shown for May this year in comparison with the \$53,371,212 of the like month of 1931.

Monthly and quarterly failures, showing the number and liabilities, are contrasted below for the periods mentioned:

	Number			Liabilities		
	1932	1931	1930	1932	1931	1930
May	2,788	2,248	2,179	\$83,763,521		
April	2,816	2,388	2,198	101,068,693		
March	2,951	2,604	2,347	\$93,760,311		
February	2,732	2,563	2,262	84,900,106		
January	3,458	3,816	2,759	96,860,205		
1st Quarter	9,141	8,483	7,365	\$275,520,622		
December	2,758	2,525	2,087	\$73,212,050		
November	2,198	2,031	1,796	60,659,612		
October	2,362	2,124	1,822	70,680,436		
4th Quarter	7,315	6,886	5,655	\$204,532,998		
September	1,986	1,963	1,568	\$47,265,650		
August	1,944	1,913	1,762	58,025,182		
July	1,983	2,028	1,752	66,997,853		
3rd Quarter	5,863	5,904	5,082	\$161,278,085		
June	1,993	2,026	1,767	\$51,655,648		
May	2,248	2,179	1,897	58,371,212		
April	2,388	2,198	2,021	50,868,135		
2nd Quarter	6,624	6,403	5,685	\$155,894,995		
March	2,604	2,347	1,987	\$60,386,550		
February	2,563	2,262	1,965	59,607,612		
January	3,816	2,759	2,535	94,608,212		
1st Quarter	8,483	7,365	6,487	\$214,602,874		

GAINS IN LARGE FAILURE RECORD

For this year to date there have been 14,745 failures recorded, involving a total of \$460,352,836. While only 5.1 per cent of all business insolvencies in the United States for the first

five months of this year is composed of large failures, the indebtedness comprises 54.0 per cent of the entire amount involved.

Large failures during the past five months have been very numerous, the total being 749 and the amount of liabilities \$248,389,059.

The present number is 78.9 per cent in excess of the large defaults of the same period of 1931, and is also higher than in 1930, when 402 such insolvencies were reported. The aggregated indebtedness is also higher than for 1930 and 1931.

ANALYSIS OF LARGE FAILURES

	Number		Liabilities		Per Cent
	1932	1931	Per Cent	1932	1931
January	156	91	+71.4	\$47,947,642	\$54,626,397
February	141	79	+78.4	45,645,851	29,567,462
March	156	88	+77.3	50,518,378	28,644,002
April	161	91	+76.9	62,483,222	23,336,402
May	135	69	+94.2	41,793,966	27,608,542
Total	749	418	+78.9	\$248,389,059	\$163,782,805

HEAVIEST INCREASES IN BUILDING AND CLOTHING

The analysis of the record of the large insolven- cies for the month of May reveals the continuance of unsatisfactory conditions in the building industry, the clothing trades, and the hotel and restaurant business. It was these three divisions that super- secede all others both in the number of defaults and in the total of the liabilities.

Groceries and meat markets contributed 7 to the total of 61 defaults in the trading group, despite the improvement in the credit situation in the general foodstuffs group. Failures among retail jewel- ery stores continue high, and the same is true of furniture stores, although the liabilities in the latter group are receding somewhat.

DISTRIBUTION OF LARGE FAILURES FOR MAY—BY LINES OF BUSINESS

MANUFACTURERS	Number	Liabilities
Iron, Foundries, etc.	4	\$560,718
Machinery	5	2,047,862
Woolens	3	784,592
Lumber and Building Lines	17	8,315,490
Clothing	3	470,000
Hats	1	135,490
Chemical and Drugs	2	248,229
Printing and Engraving	4	74,214
Baking	1	128,009
Leather and Shoes	4	845,250
All Other	15	3,065,635
Total	59	\$17,345,482
TRADERS		
General Stores	2	\$982,780
Groceries and Meat	7	1,081,226
Hotels and Restaurants	8	8,143,744
Clothing	10	2,674,214
Dry Goods	4	868,695
Furniture	5	670,082
Hardware and Stoves	1	101,823
Drugs	1	175,000
Jewelry	5	822,809
Stationery	3	1,194,700
Hats	3	752,495
All Other	14	2,560,323
Total	61	\$13,948,951
Real Estate	9	\$2,649,533
Other Commercial	6	7,850,000
Total	15	\$10,499,533
Total All Large	135	\$41,793,966

BOND PRICES SHOW IMPROVEMENT

by GEORGE RAMBLES

Recent developments in the bond market have far overshadowed those in stocks, owing to the formation of a corporation with initial funds of \$100,000,000 for the acquisition of bonds and other securities. This organization, known as the American Securities Investing Corporation, was announced by Thomas W. Lamont, of J. P. Morgan & Co., late last week, and it began to function effectively Tuesday of the current week. More than a dozen leading banks and investment banking firms are associated in this enterprise, which is distinctly for the purpose of profiting from the investment opportunities now available in the securities markets. Although stocks as well as bonds may be purchased by the corporation, it is understood that initial transactions will be confined to the bond market.

Announcement of this enterprise coincided closely with the passage by the Senate and House of **BONDS HIGHER ON GOOD NEWS**

the amended revenue bill, and the two developments gave a material impetus to the lagging markets for bonds and stocks. Senior securities benefited more than stocks, owing to the intention of the bankers to deal at present in bonds alone, so far as the new corporation is concerned. But stock prices also rallied, and the series of favorable sessions proved a welcome relief, after the long and seemingly interminable decline of quotations.

The bond market began to move forward late last week on the announcement by the bankers, and the gains were continued early this week. Sharp increases appeared in virtually all prominent domestic corporation issues, with gains in single sessions far outstripping the losses recorded in any one day during the decline. Quotations were at such low levels that modest buying by traders and the speculative fringe in anticipation of banker buying sufficed to lift the levels as much as ten and fifteen points here and there.

Domestic railroad bonds were favored, as these issues have been depressed to the greatest extent, in relation to the actual values behind the mortgages. Securities of the highest type, such as Atchison general 4s and Union Pacific first 4s, showed gains of three to four points, while fore-

The security buying organization formed by Morgan & Co. and other bankers focuses attention on bond market. Passage of amended revenue bill serves also to improve sentiment further. Senior rail issues show sharp gains. Grain and cotton weakness and railroad financing developments depress stocks.

most indentures of the New York Central, Pennsylvania and similar carriers swept upward as much as ten points. Second-grade rail bonds also advanced quite sharply.

Stock quotations moved up in sympathy with bonds after the announcement by the bankers, but

the gains were mild in comparison with those of the bond market. During the early part of this week the stock market was reactionary, due in no small part to the proposals in the House of extensive relief appropriations, and the perturbation occasioned by the veterans of the World War, who marched on Washington by the thousands to demand instant payment of the full face amounts of their adjusted service certificates. Also disturbing were continuous declines in leading grains and cotton. Specific financial difficulties also added to the uncertainty, chief among these being a receivership of the Mobile & Ohio Railroad, and an animated discussion of refinancing plans for the St. Louis Southwestern Railroad. An improved tone finally made its appearance Thursday, the rally being due rather

STOCK PRICES ALSO ADVANCE

to technical market considerations than to external occurrences. Motor stocks led the advance, with Auburn especially prominent. Utility issues, rails and traction stocks began to attract buying interest as well, while some prominent specialties like American Can also shared in the movement.

The majority of issues in the stock market were lower at the Thursday opening, with American Telephone at a record low figure and United States Steel dipping to the lowest since 1907 in the first few minutes of trading. Then Auburn Auto spurted upward on a burst of short covering and soon the whole list followed.

Daily transactions in stocks and bonds on the New York Stock Exchange compare with last year as follows:

Week Ending June 8, 1932	Stocks		Shares		Bonds	
	This Week	Last Year	This Week	Last Year	This Week	Last Year
Thursday	1,900,000	3,200,000	\$13,477,000	\$12,042,000		
Friday	1,886,600	2,800,000	12,963,000	11,072,000		
Saturday	998,600	800,000	8,456,000	4,848,000		
Monday	1,000,000	1,700,000	10,867,000	8,466,000		
Tuesday	806,000	1,900,000	8,561,000	9,911,000		
Wednesday	900,000	1,800,000	9,482,000	11,698,000		
Total	7,485,200	12,206,000	\$63,806,000	\$58,087,000		

BUSINESS CONDITIONS—REPORTED BY

ATLANTA More seasonable weather has caused a slight increase in the sale of moderate-priced wearing apparel, with a fair demand for work clothing. Wholesale grocers report sales below normal, and at small profits. Building operations are at a low level.

BALTIMORE During the week, trade in this district reflected the better attitude that is being taken toward current trends, following the improvement in the political situation and the settlement of some measures at Washington that had been potent contributors to general business inertia. There has been a noticeable improvement in the automotive industry, although car and truck sales are not up to expectations.

BOSTON Retail trade was a little more active this week, but wholesale lines failed to show much improvement. Most manufacturers report business dull. Sales of sole leather during the past two weeks have been much more active, and tanners are having more inquiry for other kinds of leather, particularly calf. Shoe retailers report the chief interest in sport models and low-priced footwear.

BUFFALO The past week has shown some increase in the retail demand for women's and men's wear. Sporting goods and vacation requisites are receiving some attention. House-furnishings and veranda furniture are meeting with only fair response to liberal advertising. Demand for paints and oils is showing some improvement. Groceries and table requirements are moving fairly well, with prices holding their own. Some activity is noted in residence building. Farming districts are looking forward to good crops and indications point to a normal fruit year.

CHICAGO Although there was a marked irregularity in many lines, the sales trend in the more important wholesale groups was higher this week. There were a good number of Midwest buyers in the field for Summer dresses and other hot weather items, which sold well early in the week.

Retail trade with the larger department stores continued at about the same level as in the week preceding; with sales confined to necessity items, Summer apparel and accessories. Mail-order sales are down, due chiefly to the falling off in rural buying. Sales through the retail outlets of these firms are making a fairly good showing.

CINCINNATI The outlook in agricultural sections is somewhat brighter. Much-needed rain during the past week has been a source of encouragement to

merchants in this trade territory. In wholesale dry goods markets, purchases are confined to merchandise suitable for hot weather and interest now centers on bathing apparel and Summer underwear. A recent program resulting in reduced production schedules of cotton goods has strengthened the market, and is expected to result in slight advances.

CLEVELAND The principal activity in local retail branches is in lightweight apparel, outdoor furniture and decorative materials, including paint and wallpaper. Wholesalers continue to report comparatively dull conditions, as is normal during the season between Spring and Fall merchandising. The grocery and provision markets present a somewhat brighter picture and heavy receipts of seasonable produce are readily absorbed at a level of prices somewhat easier than is ordinary.

DALLAS Sales of seasonal merchandise and wearing apparel were off somewhat during the early weeks of May, on account of continuous rains and cool weather. A pick-up in sales, however, was noted during the latter part of the month and first week in June.

The bulk of orders received by textile and clothing manufacturers and jobbers here are for small lots and immediate shipments, indicating that retailers are continuing their policy of buying for current needs only. Crops generally are in good condition. Rainfall has been excessive, and warmer weather is needed.

KANSAS CITY General retail and department store business has been rather quiet during the past week. In some of the cheaper lines of women's wear sales have shown a slight increase. House-furnishings and redecorating supplies have been moving somewhat slowly again. General wholesale trade has been active, except in the staple lines.

LOS ANGELES Trade activity in general continued quiet during the week. Department store sales, as a whole, were off, due to the unseasonable weather. Specialty shops also have experienced a falling off in sales. Demand still leans toward lower-priced merchandise, and the larger stores continue to depend on large volume with a small mark-up.

Sales of new automobiles remain steady, but not up to expectation for the season. Some increase is noted in the sale of secondhand cars and accessories. A more cheerful attitude prevails and in several quarters it is felt that, due to low inventories, a slight turn for the better will result in a gradual improvement in all lines.

DISTRICT OFFICES OF R. G. DUN & CO.

LOUISVILLE Unevenness continues to characterize the course of trade in this district, but the number of reports showing an improvement is gaining each week. General wholesalers find that conditions are getting somewhat better, as a result of the more seasonable weather. One firm of cap manufacturers reports an increase in production, with sales better than they have been for many months.

Distribution of most foodstuffs reveals no loss in volume of tonnage. Sales of tires are larger than at any time this Spring. Both the textile and furniture trades still make an unfavorable showing.

MEMPHIS More seasonal weather is stimulating slightly buying of certain classes of wearing apparel, but business in general continues to reflect lack of improvement in the public's buying power. Expenditures are limited as nearly as possible to necessities, with low prices still being given emphasis and made primary to quality.

Agricultural conditions show no improvement, except that thus far weather conditions have helped to keep down costs. Cotton prospects are fully up to average. Current sales have been very light, and quotations have reached the lowest of the season, going practically to the low since futures exchanges were established, which was \$4.98 for July, 1898.

NEWARK Retail sales have shown a slight improvement, with wearing apparel for women, hosiery, millinery, and shoes in fair demand. Notions and piece goods are selling slightly better. Straw hats for men continue in fair demand. The large number of used cars in the market is affecting adversely sales of new cars, which are hardly up to expectation. Automobile accessories are selling in good volume.

PHILADELPHIA With some of the political uncertainties removed, there has been a freer movement noted in most business circles, and sales in some branches have shown a moderate gain during the week. This has been true particularly of trades identified with Summer merchandise, the chief demand for the week being confined to lightweight apparel, some hardware items, and a few lines of house-furnishings. There has been a slight betterment in the movement of men's clothing and hats.

PITTSBURGH High temperatures have stimulated the movement of lightweight wearing apparel, to some extent, with the cheaper grades of dresses moving in somewhat increased volume, but men's clothing continues to drag. Future buying of dry goods is at a low rate. There has been a fair movement of drugs and sundries, with volume of business off about 17 per cent, as compared with that for the

same period a year ago. The hardware trade is averaging about 30 per cent lower than last year.

PORLTAND, Ore. The weather continues favorable for the grain and hay crops, and the present prospect is for a large yield. This has sustained the tone of general trading. The usual Summer dullness is evident, but is not excessive.

There is hope that the import tariff on lumber will improve prices for Northwest mills. Building, both residence and business, continues at a low ebb. Shoe dealers report fair activity. Other retail lines are slightly below the volume of 1931. Orders for Fall goods are on a conservative basis. The canning season has opened with strawberries.

ROCHESTER Warm weather during last week has accelerated the movement of Summer apparel, but retailers report sales as 20 per cent less than the total of a year ago. Local business is somewhat encouraged over the action of Congress in endeavoring to balance the budget, and the recent formation of the \$100,000,000 American Securities Investing Corporation to buy securities has changed the attitude of Rochester's investing public from hopelessness to one of encouragement. Crops are good.

ST. LOUIS Attention is being centered on the sale of Summer merchandise, which is reported to be moving in fair volume under present circumstances. Warm weather during the past few days has increased the demand for seasonable commodities, and has stimulated the sale of tourist supplies and outing apparel. Manufacturers of women's coats and men's ready-to-wear furnishings are laying plans for Fall sales; reports indicate that a fair business is expected.

Wholesale grocers report a slight decrease in sales, with the supply of farm products and fresh vegetables plentiful. Hardware trade and building material supply houses report some encouragement, with an increased interest being shown in residential building and improvements. Crops in this district are reported favorably, with the yield of wheat expected at about 70 per cent of normal.

TOLEDO While wholesale trade has shown little change during the past seven days, the seasonal warm weather has kept retail trade at a fair volume, with both shoes and Summer wearing apparel moving in slightly increased quantities.

Employment in half a hundred plants has increased 1 per cent. The gain was almost entirely in shipbuilding activities, as there was a recession in employment in the lines contributing to the automobile industry.

WEEKLY QUOTATION RECORD OF

The encouraging evenness of the trend in commodity prices during the last month and a half ended somewhat abruptly this week. With the

sharp decline in all the grain and flour prices, the monthly revision in the lumber list, and the almost drastic mark-downs in woolen goods prevented the

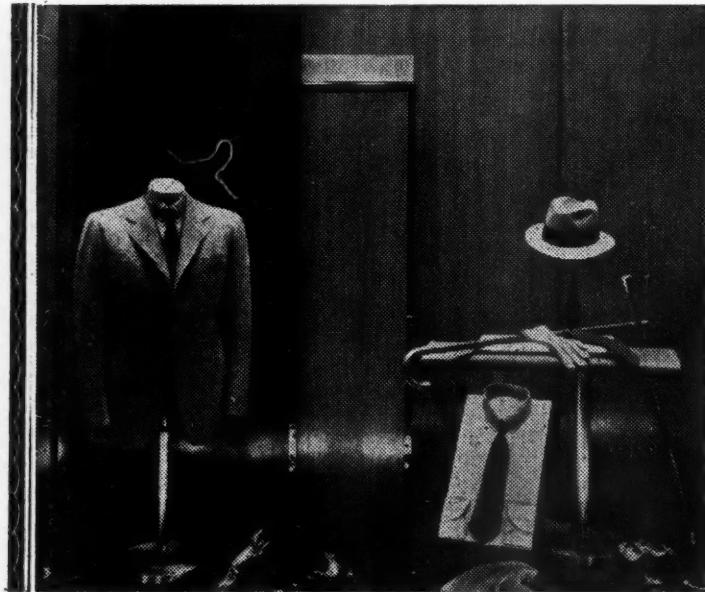
	Net Change	This Week	Last Week	Last Year		Net Change	This Week	Last Week	Last Year
FOODSTUFFS									
BEANS: Pea, choice.....	100 lbs	2.65	2.65	4.90	FAS Plain Wh. Oak, 4/4".....per M ft.	110.00	110.00	115.00	
Red kidney, choice.....	" +5	2.40	2.35	7.50	FAS Plain Red Gum,....."	76.00	76.00	80.00	
White kidney, choice.....	" "	4.50	4.50	6.25	FAS Ash 4/4"....."	71.00	71.00	82.00	
COFFEE: No. 7 Rio.....lb - 1/4		8%	8 1/4	6 1/2	FAS Poplar, 4/4", 7 to 17"....."	80.00	80.00	105.00	
" Santos No. 4....."	10 1/2	10 1/2	9%	Beech, No. 1 Common,....."	44.00	45.00	50.00		
DAIRY:					4/4"....."	80.00	80.00	105.00	
Butter, creamery, extra.....lb - 1/4		17 1/2	18	23	FAS Birch, Bed 4/4"....."	70.00	70.00	82.50	
Cheese, N. Y., fancy.....	" "	18	18	12 1/2	FAS Cypress, 1"....."	65.00	65.00	75.00	
Eggs, nearby, fancy.....doz + 2		22 1/2	20 1/2	22	No. 1 Com. Mahogany,....."	140.00	140.00	154.00	
Fresh, gathered, extra firms, " +1		18 1/2	17 1/2	19	(African), 4/4"....."	65.00	65.00	85.00	
Milk.....100 lbs		2.82	2.82	4.00	FAS H. Maple, 4/4"....."	24.00	24.00	31.00	
DRIED FRUITS:					Canada Spruce, 2x4"....."				
Apples, evaporated, fancy.....lb + 1/4		8	7 1/2	11 1/2	N. C. Pine, 4/4", Edge Under 12" No. 2 and Better....."	36.00	36.00	42.00	
Apricots, choice....."	8 1/2	8 1/2	13	Yellow Pine, 3x12"....."	39.00	41.00	58.00		
Citron, imported....." - 1/2	17	17 1/2	16 1/2	FAS Basswood, 4/4"....."	63.00	63.00	76.00		
Currants, cleaned, 50-lb. box, "	11 1/2	11 1/2	11 1/2	Douglas Fir, Water Ship, c. l. f. N. Y., 2x4", 18 feet....."					
Lemon Peel, Imported....." - 1/2	16	16 1/2	16 1/2	Cal. Redwood, 4/4", Clear....."	54.00	54.00	71.00		
Orange Peel, Imported....." - 1/2	17	17	17	North Carolina Pine, 13/16x6"....."	21.50	21.50	24.25		
Peaches, Cal. standard....." + 1/4	7	6 1/2	8 1/2	Roofers, No. 1....."					
Prunes, Cal. 40-50, 25-lb. box, "	4 1/4	4 1/4	6 1/4	NAVAL STORES: Pitch.....bbl	4.00	4.00	5.50		
Raisins, Malaga, 4 cr."	5	5	5	Rosin, "B"....." + 5	3.15	3.10	4.55		
FLOWER: Spring Pat.....190 lbs - 25		4.05	4.30	Tar, kiln burned....."	10.00	10.00	10.00		
Winter, Soft Straights, " - 30		3.05	3.35	Turpentine, carlots.....gal	44 1/2	44 1/2	56		
Fancy Minn. Family....." - 35	5.45	5.80	6.00	PAINTS: Litharge, com'l Am. lb	12	12	13 1/4		
GRAIN: Wheat, No. 2 R.....bu - 6 1/2	65%	72 1/4	89	Red Lead, dry....." 100"	6 1/2	6 1/2	13 1/4		
Corn, No. 2 yellow....." - 2 1/2	42%	45 1/4	69 1/2	White Lead in Paste....." lb	12	12	13 1/4		
Oats, No. 3 white....." - 2 1/2	30 1/2	32 1/2	36 1/2	Zinc, American....." F. P. B. S.	6 1/2	6 1/2	6 1/2		
Rye, No. 2, F.O.B....." - 8%	42%	50 1/2	44 1/2	ADVANCES 1; DECLINES 3.	9 1/2	9 1/2	9 1/2		
Barley, malting....." - 7 1/2	42 1/2	49 1/2	51 1/2	HIDES AND LEATHER					
Hay, No. 1.....100 lbs	90	90	1.35	HIDES, Chicago:					
HOPS: Pacific, Pr. '31.....lb	19	19	22	Packer, No. 1 native.....lb	4 1/2	4 1/2	9 1/4		
MOLASSES AND SYRUP:				No. 1 Texas....."	4 1/2	4 1/2	9 1/4		
Blackstrap—bbls.....gal	9%	9%	10	Colorado....."	3 1/2	3 1/2	8 1/2		
Extra Fancy....."	54	54	54	Cows, heavy native....."	3 1/2	3 1/2	8 1/2		
PEAS: Yellow split, dom. 100 lbs	5.35	5.35	3.90	Branded cows....."	4	4	8		
PROVISIONS, Chicago:				No. 1 buff hides....." - 1/2	3	3	6 1/2		
Beer Steers, best fat.....100 lbs + 25	7.60	7.35	8.25	No. 1 extremes....." - 1/2	3 1/2	3 1/2	8 1/2		
Hogs, 220-250 lb. w'ts....." + 5	3.45	3.40	6.20	No. 1 kip....."	3 1/2	3 1/2	9 1/2		
Lard, N. Y., Mid. W....." + 5	4.10	4.05	7.80	No. 1 calfskins....."	3 1/2	3 1/2	9 1/2		
Pork, mess.....bbl + 1.00	17.25	16.25	22.00	Chicago city calfskins....."	4 1/2	4 1/2	12 1/2		
Lamb, best fat, natives, 100 lbs + 25	6.75	6.50	9.25						
Sheep, fat ewes....." - 50	2.50	3.00	3.10						
Short ribs, sides 1'se....." - 12	4.25	4.37	8.75						
Bacon, N. Y., 140 down.....lb + 1/4	6 1/2	6 1/2	11						
Hams, N. Y., 18-20 lb....."	9 1/2	9 1/2	13						
Tallow, N. Y., sp. loose....." - %	1 1/2	2 1/4	3						
RICE, Dom. Long grain, Fancy, lb	4 1/2	4 1/2	6						
Blue Rose, choice....."	3	3	3 1/2						
Foreign, Japan, fancy....."	2 1/2	2 1/2	3 1/2						
SPICES: Mace, Banda No. 1, lb	36	36	52						
Cloves, Zanzibar....."	12 1/2	12 1/2	23						
Nutmegs, 105s-110s....." - 1/2	11 1/2	12	16						
Ginger, Cochin....." - 1/2	4 1/2	5	8 1/2						
Pepper, Lampong, black....." + 1/4	10 1/2	10	12						
" Singapore, white....." - 1/2	10 1/2	10 1/2	19						
" Mombasa, red....." - 15	15	15	20						
SUGAR: Cent, 96°.....100 lbs + 2	2.62	2.60	3.30						
Fine gran., in bbls....."	3.75	3.75	4.45						
TEA: Formosa, standard.....lb	11	11	13						
Fine....."	18	18	22						
Japan, basket fired....."	10	10	12						
Congou, standard....."	8	8	12						
VEGETABLES: Cabbage (nearby)									
bkt....." - 80	1.50	2.30	1.80						
Onions (Jersey), Yel.....bkt - 40	3.00	3.40	65						
Potatoes, L. I., 180-lb. sack	2.20	2.20	3.40						
Turnips, Can., Rutabaga....bag	1.00	1.00	1.05						
ADVANCES 13; DECLINES 19.									
BUILDING MATERIALS									
Brick, N. Y., delivered.....1000		10.00	10.00	15.00					
Portland Cement, N. Y., Trk.									
loads, delivered.....bbl		1.66	1.66	1.69					
Chicago, carloads....."		1.85	1.85	1.95					
Philadelphia, carloads....."		2.35	2.35	2.50					
Lath, Eastern spruce.....1000		4.25	4.25	3.65					
Lime, hyd., masons, N. Y., ton		12.00	12.00	14.00					
Shingles, Cyp. Pr. No. 1.....1000		8.25	8.25	10.00					
Red Cedar, Clear, Rail....."		3.00	3.00	3.51					
LUMBER:									
White Pine, No. 1 Barn,									
1x4".....per M ft.		52.00	52.00	54.50					
F A S Quartered Wh.									
Oak 4/4"....." "		139.00	139.00	154.00					
ADVANCES 13; DECLINES 19.									
BUILDING MATERIALS									
Brick, N. Y., delivered.....1000		10.00	10.00	15.00					
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1x4".....per M ft.		52.00	52.00	54.50					
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Oak 4/4"....." "		139.00	139.00	154.00					
ADVANCES 13; DECLINES 19.									
BUILDING MATERIALS									
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loads, delivered.....bbl		1.66	1.66	1.69					
Chicago, carloads....."		1.85	1.85	1.95					
Philadelphia, carloads....."		2.35	2.35	2.50					
Lath, Eastern spruce.....1000		4.25	4.25	3.65					
Lime, hyd., masons, N. Y., ton		12.00	12.00	14.00					
Shingles, Cyp									

WHOLESALE COMMODITY PRICES

substantial gains in some of the other items from showing to better advantage. The chief retardative influence on the general exhibit is present in the

foodstuffs group which contributed more than 40 per cent of the 47 declines recorded in Dun's list of wholesale commodity prices this week.

	Net Change	This Week	Last Week	Last Year		Net Change	This Week	Last Week	Last Year
Mich., and N. Y. Fleeces:					Soda ash, 58% light.....100 lbs	1.05	1.05	1.00	
Delaine Unwashed.....lb	14	14	22		Soda benzoate.....lb	40	40	40	
Half-Blood Combing....."	14	14	22		ADVANCES 0; DECLINES 2.				
Half-Blood Clothing....."	13	13	19		Pig Iron: No. 2x, Ph.....ton	14.84	14.84	17.26	
Wis., Mo., and N. E.:					No. 2 valley furnace....."	14.50	14.50	17.00	
Half-Blood....."	12	12	19		Basic, valley furnace....."	14.00	14.50	16.25	
Quarter-Blood....."	12	12	18		Bessemer, Pittsburgh....."	16.89	16.89	18.76	
Southern Fleeces:					Gray Forge, Pittsburgh....."	13.82	13.82	14.69	
Ordinary Mediums....."	12	12	17		No. 2 South Cincinnati.....-50	16.39	16.89	18.89	
Ky., W. Va., etc.; Three-eighths					Billets, rolling, Pittsburgh....."	27.00	27.00	29.00	
Blood Unwashed....."	16	16	23		Forging, Pittsburgh....."	33.00	33.00	35.00	
Quarter-Blood Combing....."	15	15	22		Wire rods, Pittsburgh....."	37.00	37.00	35.00	
Texas, Scoured Basis:					O-h rails, by., at mill....."	43.00	43.00	43.00	
Fine, 12 months....."	35	35	58		Iron bars, Chicago.....100 lbs	1.70	1.70	1.70	
Fine, 8 months....."	30	30	50		Steel bars, Pittsburgh....."	1.60	1.60	1.65	
California, Scoured Basis:					Tank plates, Pittsburgh....."	1.60	1.60	1.65	
Northern....."	34	34	50		Shapes, Pittsburgh....."	1.60	1.60	1.65	
Southern....."	33	33	46		Sheets, black No. 24, Pitts- burgh....."	2.20	2.20	2.15	
Oregon, Scoured Basis:					Wire Nails, Pittsburgh....."	1.95	1.95	1.80	
Fine & F. M. Staple....."	36	36	60		Barb Wire, galvanized, Pittsburgh....."	2.60	2.60	2.55	
Valley No. 1....."	35	35	52		Galv. Sheets No. 24, Pitts- burgh....."	2.85	2.85	2.80	
Territory, Scoured Basis:					Coke, Connellsburg, oven.....ton	2.00	2.25	2.40	
Fine Staple Choice....."	38	38	61		Furnace, prompt ship....."-25	3.00	3.00	3.50	
Half-Blood Combing....."	36	36	55		Foundry, prompt ship....."	22%	22%	22%	
Fine Clothing....."	31	31	50		Aluminum, pig (ton lots).....lb	5	5	6 1/2	
Pulled: Delaine....."	45	48	72		Antimony, ordinary....."	5 1/2	5 1/2	8 1/2	
Fine Combing....."	39	43	68		Zinc, N. Y."	3 1/8	3 1/4	3 5/8	
Coarse Combing....."	28	30	43		Lead, N. Y."	3	3	3 3/4	
California AA....."	42	46	65		Tinplate, Pittsburgh, 100-lb box	20 1/4	20 1/4	22 1/2	
WOOLEN GOODS:					ADVANCES 1; DECLINES 4.	4.75	4.75	5.00	
Standard Cheviot, 14-oz.....yd -22 1/2	85	1.07 1/2	1.30		MISCELLANEOUS				
Serge, 11-oz....."-15	1.05	1.20	1.65		COAL: f.o.b. Mines.....ton				
Serge, 15-oz....."-23	1.22 1/2	1.47 1/2	1.85		Bituminous:				
Serge, 16-oz....."-22 1/2	1.57 1/2	1.80	2.28		Navy Standard....."	1.75	1.75	2.15	
Fancy cassimere, 13-oz....."-17	1.40	1.57	1.82 1/2		High Volatile Steam....."	1.25	1.25	1.25	
Broadcloth, 54-in....."-25	2.25	2.50	2.80		Anthracite, Company:				
ADVANCES 1; DECLINES 12.					Stove....."	6.65	6.65	6.60	
DRUGS AND CHEMICALS					Egg....."	6.40	6.40	6.30	
Acetanilid, U.S.P., bbls.....lb	36	36	36		Nut....."	6.40	6.40	6.60	
Acid Acetic, 28 deg.....100 lbs	2.60	2.60	2.60		Pea....."	4.85	4.85	4.60	
Carbolic, cans....."	17	17	17		DYE STUFFS—Bi-chromate				
Citric, domestic.....lb	37 1/2	37 1/2	37 1/2		Potash, am.....lb	8	8	7	
Muriatic, 18%.....100 lbs	1.00	1.00	1.00		Cochineal, silver....."	46	46	52	
Nitric, 52%....."	6.50	6.50	6.50		Cutch, Rangoon....."	9 1/2	9 1/2	10 1/2	
Oxalic, spot.....lb	10 1/4	10 1/4	10 1/4		Gambier, Plantation....."-1/2	8	8	7 1/4	
Sulphuric, 60%.....100 lbs	55	55	55		Indigo, Madras....."	1.25	1.25	1.25	
Tartaric crystals.....lb	23 1/2	23 1/2	31 1/2		Prussiate potash, yellow....."	18 1/2	18 1/2	18 1/2	
Fluor Spar, acid, 98%.....ton	85.50	85.50	85.50		FERTILIZERS:				
Alcohol, 190 proof U.S.P., gal	2.37	2.37	2.37		Bones, ground steamed, 1 1/4, am., 60% bone phosphate, Chicago.....ton	25.00	25.00	25.00	
" wood 95%....."	44	44	44		Muriate Potash, 80%.....ton	37.15	37.15	37.15	
" denatured, form 5....."	31 1/2	31 1/2	22		Nitrate soda.....100 lbs	1.77	1.77	2.05	
Alum, lump.....lb	2.25	2.25	3.25		Sulphate ammonia, do mestic, delivered....."	1.00	1.00	1.60	
Ammonia, anhydrous.....lb	15 1/2	15 1/2	15 1/2		Sulphate potash, br. 90%.....ton	47.50	47.50	48.25	
Arsenic, white....."	4	4	4		OILS: Cocoanut, Spot, N.Y.lb -1/2	3 1/2	3 1/2	4	
Balsam, Copalba, S. A."	18	18	20		China Wood, bbls, spot....."	6	6	6 1/2	
Fir, Canada.....gal	10.00	10.00	10.00		Cod, Newfoundland.....gal	21	21	46	
Peru....."	90	90	1.50		Corn, crude, Mill.....lb	2 1/2	2 1/2	5 1/2	
Bicarbonate Soda, Am.100 lbs	2.54	2.54	2.64		Cottonseed, spot....."-1/2	3 1/4	3 1/4	6 1/2	
Bleaching powder, over....."	2.00	2.00	2.00		Lard, Extra, Winter st....."	6	6	8 1/2	
" 84%....."	2.00	2.00	2.00		Linseed, city raw, carlots....."	6 1/2	6 1/2	8 1/2	
Borax, crystal, in pb.....lb	2.18	2.18	2.18		Neatsfoot, pure....."	7 1/2	7 1/2	10 1/2	
Brimstone, crude domestic.....ton	18.00	18.00	18.00		Rosin, first run.....gal	43	43	52	
Calomel, American.....lb	1.43	1.43	1.82		Soya-Bean, tank cars, M. W.lb	2 1/2	2 1/2	6	
Camphor, slabs....."	43	43	53		Petroleum, Pa., cr. at well.....bbl	1.79 1/2	1.79 1/2	1.80	
Castile Soap, white.....case	15.00	15.00	15.00		Kerosene, wagon, delivery.....gal	17	17	17	
Castor Oil No. 1.....lb	9	9	10 1/2		Gas'c auto in gar., st. bbls....."	10 1/2	10 1/2	13 3/4	
Claustic Soda, 76%.....100 lbs	2.25	2.25	2.25		Wax, ref. 125 m. p.....lb	3	3	3 1/2	
Chlorate potash.....lb	8	8	8		PLATINUM	37.50	37.50	38.00	
Chloroform, U.S.P.oz	25	25	25		RUBBER: Up-River, fine.....lb + 1/4	5 1/2	5 1/2	5 1/4	
Cocaine, Hydrochloride.....oz	8.50	8.50	8.50		Book, S. & S. C.lb	4 1/2	4 1/2	10	
Cream Tartar, domestic.....lb	18 1/2	18 1/2	23 1/2		Writing, tub-sized....."	4 3/4	4 3/4	4 1/4	
Epsom Salts.....100 lbs	2.25	2.25	2.25		No. 1 Kraft....."	2.10	2.10	2.25	
Formaldehyde.....lb	6	6	6		Sulphite, Domestic, bl. 100 lbs	20	20	15	
Glycerine, C. P. in drums....."	10 1/4	10 1/4	12 1/2		Old Paper No. 1 Mix....."	17	17	23	
Gum-Arabic, Amber....."	5 1/2	5 1/2	9 1/4		TOTAL ADVANCES	47	47	50	
Benzoin, Sumatra....."	21	21	29		TOTAL DECLINES	42	42	42	
Gamboge, pipe....."-7	58	65	75						
Shellac, D. C."	38	38	38						
Tragacanth, Aleppo 1st....."	85	85	135						
Licorice, Extract....."	18	18	18						
Powdered....."	33	33	33						
Menthol, Japan, cases....."-5	2.60	2.65	3.50						
Morphine, Sulp., bulk.....oz	7.95	7.95	7.95						
Nitrate Silver, crystals....."	22 1/2	22 1/2	21 1/2						
Nux Vomica, powdered.....lb	7 1/2	7 1/2	8						
Opium, Jobbing lots....."	12.00	12.00	12.00						
Quicksilver, 75-lb. flask....."	64.00	64.00	103.00						
Quinine, 100-oz. tins.....oz	40	40	40						
Rochelle Salts.....lb	15	15	19						
Sal ammoniac, lump, imp....."	10 1/4	10 1/4	10 1/4						
Sal soda, American.....100 lbs	90	90	90						
Saltpetre, crystals....."	7 1/4	7 1/4	7 1/4						
Sarsaparilla, Honduras.....lb	42	42	42						



Courtesy "Men's Wear"

DEMAND FOR CLOTHING BROADENS SLOWLY

by RAYMOND BRENNAN

While sales of men's clothing have been slightly larger during the last six weeks, the gain has not spread to all sections of the country. The improvement has been confined to those sections where the retail clothiers have made extraordinary price appeals to attract sales and to the districts where manufacturing activity has broadened. The thousands of unemployed constitute a large potential market for clothing which will be opened up immediately after these men find work, as it has been ascertained that men who have been out of work for months purchase shoes with their first pay and then buy suits and hats.

During the first six months of 1931, sales of men's clothing went ahead of the record for the comparative period of 1930. Based on returns for the first five months, sales during the first half of the current year doubtless will establish an all-time low for the post-war period. All efforts to promote men's clothing, except from the standpoint of prices have not met with much response. While the primary reason for this can be attributed to the curtailed buying power of the general public, a secondary one is the decreased interest in personal appearances that has been noted during the last few years.

Increased sales during last five weeks insufficient to raise Spring volume to total of 1931. Low prices continue to provide chief sales appeal. High operating costs curtail retailers' profits. Manufacturing activity at lowest point in years. Collection status unimproved. Insolvency record still gaining.

The general use of the automobile, even for transportation over short distances, is given as one reason for this change of attitude. Another is the shift to outdoor life, with a pair of knickers and a sweater answering the chief utility needs once a man has left his office for the day. The lack of formality in the conduct in daily social life and the fact that men walk but little, contending that any suit is good enough when knocking about in a car, have tended to place those who still exercise any degree of care in their appearance into the category which borders on foppishness.

It is these changes in social-economic habits which have done more to react unfavorably on the clothing industry than the reversion during the past three years to the primary struggle of getting enough to eat and a place where one might lay his head. It is a change of custom which has grown up along with the democratic ideas of the nation, and needed but the opportune shift provided by an untoward trade wind to allow it to run its full course.

Demand in the clothing trade is governed largely by weather conditions. The early Easter this year and the long cold Spring which continued right up to the middle of May retarded sales of

men's apparel in nearly all parts of the country. Nearly 85 per cent of the retailers reported decreases in their Spring business, as compared with the record of 1931. The decline in dollar volume ran from 10 to 45 per cent below the total for that period.

A part of this loss can be accounted for by the persistent demand for merchandise in the low-priced brackets, as the best-selling items have been suits and topcoats retailing at \$22 to \$25. Houses selling moderate-priced men's clothing direct to the wearer also have experienced increased sales resistance in industrial sections, but this method of distribution continues popular.

Even men in the so-called high executive positions are giving evidence of the feeling of un-

DISTRIBUTION UNDER LEVEL OF LAST YEAR || certainty, as merchant tailors, too, have suffered from the general lack of interest in clothing. A recent statement showed that among tailors who do all their own work, except sewing, there was a decline of 22.4 per cent in 1930 over the total of 1929, and a decline in sales of 33.2 per cent in 1931, as compared with the record of 1930. In the group of tailors that employed a cutter and salesman, there was a decline of 20.8 per cent in 1930, as compared with 1929, and a drop of 20.1 per cent in 1931, when contrasted with the record of 1930.

Since the middle of May, there has been some improvement in demand, even though recent sales of distress merchandise have not appealed to the public as potently as was expected. Although inventories are from 5 to 40 per cent smaller than they were a year ago, retailers are buying exclusively for immediate requirements, and are disinclined to make sizable forward commitments. The prospects for the Fall indicate a continuance of conservative buying on the part of the public, and the instability of prices also is a deterring factor in Fall merchandising plans, in spite of the better trend in this direction during the last month.

The clothing stores with annual sales of less than \$100,000 had the greatest decrease in sales during the last half of 1931, as compared with the record for the same period in the year

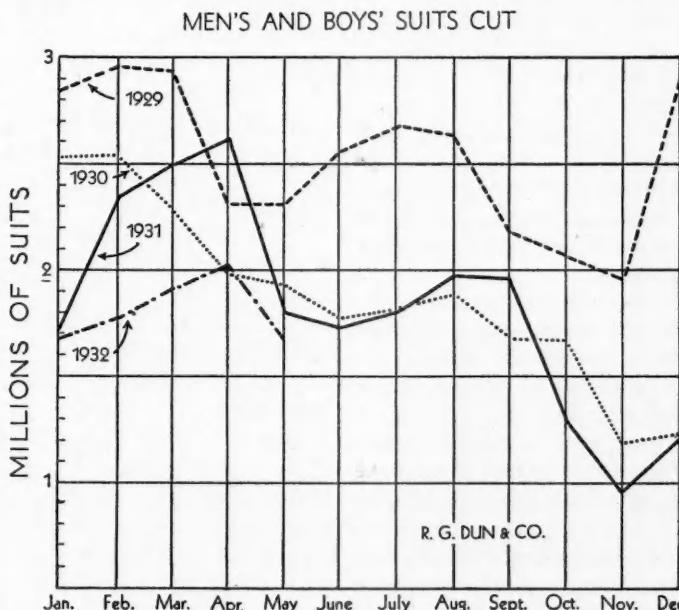
preceding. The average decrease in sales for this group was 24.6 per cent. Stores with a volume between \$100,000 and \$250,000 had a sales decrease of 24.4 per cent; stores with a volume between \$250,000 and \$500,000 had a sales decline of 21.7 per cent; while stores with a sales volume between \$500,000 and \$1,000,000 had a sales decrease of only 15.2 per cent. Stores with a sales volume of more than \$1,000,000 had a sales decrease of 16 per cent.

Sales of merchandise have fallen so greatly and prices have been marked down so sharply that some branches of the trade scarcely have 40 per cent of their former volume. Most of the others are making only a slightly better showing. Wholesalers and manufacturers naturally have been similarly affected and business has been losing in profits and capital.

In spite of this, however, there are many stores that are doing business and many that are making money. The majority of these, however, are not wasting their time on cut-price sales or on merchandise that has nothing in its appeal but the low figures on the tag. The successful stores are the ones whose owners are concentrating on their purchases, buying carefully, catering to the better class of trade, and offering good merchandise at fair prices.

The summary totals of the Bureau of Census shows that there are 1,549,168 retail stores of all kinds in the United States and that in 1929 their sales totalled \$50,033,850,792 at retail. Of the 192 different kinds of retail stores given separate listings, those in the apparel group number 112,960. The 1929 sales of these stores reached a total of \$4,315,234,497, which was 8.62 per cent of all retail sales.

There were 20 different kinds of apparel stores making up this group, 4 stores of which are exclusively men's and boys' shops, which did 2.55 per cent of the national retail business. Men's clothing and furnishings stores to the number of 13,763 booked total sales of \$812,817,054. The 3 other classifications of men's wear retailers are clothing stores, hat stores, and furnishing stores. These total 14,430 in number and their 1929 sales were



The production of men's and boys' suits has been decreasing steadily since 1929. For the first five months of the current year output totalled but 9,034,000 suits, as compared with 10,960,000 in 1931 and 18,850,000 in 1929 for the comparative period.

\$455,767,637, a little more than about half the total sales of exclusive clothiers and furnishers. In all, about 30,000 men's stores have annual sales of around a billion and a third.

Of the total number of retail stores in this division, 15,547 have a commercial rating of \$5,000 and up. New York State has the largest number of these rated firms, the total running to 1,497. Pennsylvania is ranked second with 1,396; Illinois third, with 958; Ohio fourth, with 863; California fifth, with 581; Massachusetts sixth, with 572; Texas seventh, with 564; Michigan eighth, with 556; and Iowa ninth, with 555. Of the States with fewer than 500 rated firms retailing men's clothing and furnishings are: Missouri, 475; Indiana, 463; Wisconsin, 453; New Jersey, 416; Minnesota, 408; Kansas 403; Oklahoma, 349; Virginia, 327; Georgia, 325; Kentucky, 312; Tennessee, 311; and Connecticut, 244.

Collection percentages, computed by dividing the outstanding balance as of the first of the month into collections made during that month, show that the open account collection percentages for men's clothing stores for July to December,

INSOLVENCY RECORD CONTINUES TO GAIN 1930, was 36.2 and 33.4 for the corresponding period in 1931. The highest reported was 58.9 per cent, and the lowest 1.5 per cent. The survey made by R. G. Dun & Co. of bad debt losses among manufacturers of clothing during the first six months of 1931 showed the average for the industry to be 1.253 per cent. The average reached a high of 1.357 per cent for 19 firms that sold 14,941 accounts total merchandise valued at \$2,585,000 during the six months' period. A low of .910 per cent was recorded for the 7 firms that sold clothing with a value of \$7,830,000 to 14,263 accounts.

The analysis of the territory in which sales were made reveals that the poorest-paying accounts were found in North Dakota, South Dakota, Minnesota, Wisconsin, Michigan, Iowa and Nebraska, as for that territory a high of 2.142 per cent was reached. The best-paying accounts, on the other hand, were found in the geographical subdivision which included Washington, Oregon, California and Nevada, as the bad debt loss in this district touched a low of .527 per cent.

A number of large and old-established houses have discontinued operations during the past year, and other changes in the line give unmistakable evidence of the unfavorable status of the clothing trade. Although the industry deals in staples and necessities, it is believed to have suffered as keenly as most other lines. Changing economic conditions and other factors also are enacting no minor rôle in this situation.

Failures among both manufacturers and retailers of clothing have shown a steady increase since 1929. In the latter year, the number of insolvencies among manufacturers reached a low of 2.6 per cent of the total number of manufacturing

firms in the industry. By 1930 the percentage had risen to 7.0 of the total firms operating, and in 1931 reached a record high of 8.0.

This same increase, however, was not applicable to the liabilities of insolvencies in 1931, as the total for that year was \$1,508,000 less than that set down for 1930, showing that the majority of firms defaulting were small ones, insufficiently financed to withstand the continued slowness of accounts receivable and the unchecked slump in the demand for their products. The special compilation of insolvencies among manufacturers of clothing made by the National Credit Office shows:

Business Insolvencies Manufacturers of Clothing		
Year	Number	Liabilities
1928.....	85	\$3,935,000
1929.....	58	3,480,000
1930.....	132	8,510,000
1931.....	153	7,002,000

Among retailers of clothing and furnishings, on the other hand, the increase in insolvencies in 1931 was present in both the number and the value of the liabilities. The former showed a gain of 236, and the latter an increase of \$11,872,514, as compared with the record of 1930. An analysis of the insolvency record of R. G. Dun & Co. reveals that 7,857 retailers of clothing and furnishings have defaulted in the last three years, with combined liabilities of \$107,512,559.

Business Insolvencies Retailers of Clothing and Furnishings		
Year	Number	Liabilities
1927.....	2,157	\$28,523,815
1928.....	2,324	27,801,578
1929.....	1,983	25,055,443
1930.....	2,819	35,292,301
1931.....	3,055	47,164,815

NOTICE

Dun's Review each week carries a current detailed survey of an important industry. A total of twenty different lines are reported in this way, each being covered at least twice in the course of the year.

The next review of the Clothing Industry will be published in the October 29th issue of *Dun's Review*.

Next week—June 18—the subject of the special survey will be Agricultural Implements.

These industries will be surveyed in this sequence:

Jewelry	Automobiles
Electrical Supplies	Drugs
Iron and Steel	Plumbing
Groceries	Building
Radio	Furs
Hardware	Dairy
Paint and Wallpaper	Furniture
Dry Goods	Rubber
Paper	Paper Boxes

FALL WORSTEDS REPRICED

The very extensive curtailment of production in the textile field is already having the effect of steady prices in primary markets. In the cotton goods division, where production now is going forward not in excess of 50 per cent capacity, sales of print cloths became active and prices a shade firmer as the week opened. The steadier buying of seasonable goods at retail is enabling handlers of piece goods and garments to distribute more of their styled stocks. Prices on the finished lines are not remunerative, but they are assisting in moving out surplus lines.

Production is being curtailed very sharply in the rayon factories and it is now announced that the June output will be substantially less than 30 per cent of capacity production. Announcements have been virtually completed concerning new price policies to be followed by the different rayon companies and it is believed that prices led to reductions in cloths, both finished and unfinished. The markets still are somewhat irregular, with converters not yet ready to place any forward business.

The most striking price change of the week was in the men's wear worsted division where reductions range from 5c. to 20c. a yard on fabrics that were priced for the season a couple of months ago. The reduction was attributed to competition for business by a few mills and to the lower wool values that have been quoted in recent weeks.

The very drastic reductions in men's wear worsteds have brought values down in many instances to pre-war levels. Production costs have been greatly reduced in recent years, and in the last few months wage cuts have had an important bearing on reducing worsted yarn costs. Indicative of the decline is the drop in 414 cheviot of the American Woolen Company to 85c. a yard. This cloth sold at more than \$1 a yard in 1914. The reductions have dispelled the uncertainty that has prevailed in piece goods and clothing markets since the opening of the Fall season. Up to the present time, clothiers have not begun to buy freely, although some large buyers have notified manufacturers' agents that they will place considerable business within the next ten days.

The course of prices in the cotton option market at New York and spot prices for each day this week at leading cotton centers are given in the following table:

	Thurs. June 2	Fri. June 3	Sat. June 4	Mon. June 6	Tues. June 7	Wed. June 8
	July 5.22	5.10	5.30	5.12	5.14	5.02
October	5.46	5.33	5.54	5.36	5.38	5.35
December	5.61	5.49	5.68	5.49	5.53	5.42
January	5.67	5.55	5.75	5.56	5.60	5.48
March	5.84	5.68	5.93	5.73	5.76	5.65
	Wed. June 1	Thurs. June 2	Fri. June 3	Sat. June 4	Mon. June 6	Tues. June 7
New Orleans, cents	5.05	5.23	5.18	5.30	5.11	5.14
New York, cents	5.05	5.30	5.18	5.35	5.20	5.20
Savannah, cents	4.95	5.17	5.18	5.25	5.07	5.09
Galveston, cents	5.00	5.25	5.15	5.35	5.15	5.15
Memphis, cents	4.40	4.40	4.70	4.90	4.70	4.70
Norfolk, cents	5.05	5.30	5.20	5.35	5.15	5.20
Augusta, cents	4.75	4.75	4.88	5.06	4.88	4.88
Houston, cents	5.00	5.00	5.05	5.25	5.10	5.10
Little Rock, cents	4.35	4.35	4.45	4.65	4.52	4.52
St. Louis, cents	4.80	4.80	4.80	4.70	4.90	4.70
Dallas, cents	4.60	4.60	4.70	4.90	4.75	4.75

LEATHER BUYING GAINS

There continue reports in the important Eastern market of broadening movement and somewhat improved sentiment for the general lines of leather. Better buying of shoes also is claimed, but this generally is confined to small-lot buying outlets; on trading of such character, price premiums are charged. Leather prices remain disheartening to tanners. For such individual lots as have moved in a sizable way, values have been of a distress nature representing actual losses to sellers.

Movement of sole has continued to broaden. The demand continues for leather to produce cheapest cut stock and takes in odds and ends. Trimming of shoulders, wanted for cheap soles, produces many bends and makes for scarcity of backs. Price range between bends and shoulders is narrow and this tends to make for less spread between bends and backs than when conditions and prices are normal.

Upper leathers are reported as continuing to sell in a somewhat larger way; but, like sole, prices heard are most often on an unsatisfactory basis. Side upper in the East has displayed some improvement in volume, but an easier trend was noted in some quarters, equivalent to an easing of 1c. to 2c. as to type of material involved. Calf is said to share in the somewhat broadening tendency, but remains unsatisfactory as to price. Men's weights are said to show a price range of 16c. to 30c., and women's weights are proportionately less, with reports that bulk of sales of the latter are of leather within a price range of 10c. to 15c. The demand still is for cheapest stock. Kid has been quiet, but production has been drastically curtailed.

Trading in domestic packer hides for the past week has been of decreased volume. Prices are unchanged, but the softness of the market has been indicated by the fact that packers have sold into late May and even June kill at no price premium, and it looks as though earlier hides carried by some packers will have to be marked at a discount. A sustained improvement in shoes and leather would benefit hides. Sales last week were confined to 1,000 all heavy native steers at 4½c., 1,300 all lights at 3½c., and 600 native bulls at 2¾c., all April-May's.

Practically no market exists for country hides. Prices on big packers are so low that they are naturally favored. Extremes are nominal at 3½c. to 3¾c., and buffs around 3c. Although trading is almost at a standstill, it is hard to depress values further. A lot of 500 Ohio fallen hides sold at 2c. flat, with glues at 1c. Calfskins generally are unchanged, and appear about steady at the exceptionally low levels prevailing. Last confirmed sales of New York collectors' were at 32½c. for 4 to 5 pounds, with 5 to 7's at 35c., 7 to 9's 52½c., and 9 to 12's \$1.07½, and packers, in the usual three weights, 9 to 12 pounds at 45c., 60c. and \$1.15, respectively.

INTERNATIONAL MONEY MARKETS

Balancing of the national budget and concerted action by leading bankers for purchase of securities have brought about a decided improvement in some aspects of the international monetary outlook. Whereas foreign short term balances were steadily being withdrawn from the New York market previously, and were, no doubt, augmented by some outflow of American funds as well, these constructive influences have turned the flow about, with the results that foreign exchanges have lost their strength and the gold outflow is dwindling.

Although the actual exports of gold were not large enough to be genuinely disturbing, the possibility existed of further immense takings for

BILLION FOREIGN BALANCE REMAINS

European account, and the reassuring developments for this reason attain considerable importance. The loss of metal since the first of this year is now nearly \$400,000,000 and this drain came on top of an outflow of nearly \$700,000,000 in the final months of last year. These movements brought American stocks of gold down to the level of 1928, when they were considered ample. The change in sentiment brought about by the good influences of the past week have reduced the drain materially, and it holds out the promise of a complete cessation of the outflow. This promise is already in sight, so far as the major European exchanges go. The American dollar rallied sharply during the early sessions of the week, and by Thursday only the Swiss franc remained above the level at which gold could be taken out on a bank profit basis.

Foreign exchanges other than the major units also were down as a result of the general influences. German marks, lire and the Scandinavian units declined slowly but steadily. The Canadian dollar went to a greater discount in New York, the discount amounting to more than 14 per cent. Latin-American currencies were quiet and virtually unchanged, on the other hand, under the strict control exercised by the various central banks of the countries concerned. Japanese yen were steady at about 32½ for cables. Chinese silver units were firm.

Treasury financing announced this week was of great interest, as the total of \$750,000,000 in securities offered exceeds by \$425,000,000 the maturity of \$325,000,000 due June 15. The Treasury offering consisted of \$350,000,000 in 1½ per cent certificates

Position of dollar in foreign money markets improves on legislative action to balance budget and announced intention of bankers to purchase securities. Dwindling of gold outflow expected as dollar strength grows. Treasury offerings oversubscribed quickly. Money rates still reflect the light demand.

of indebtedness, due in one year, and \$400,000,000 in 3 per cent notes, due in three years. Both issues were promptly oversubscribed, and books were closed Tuesday night, even though the offering was announced only on Monday morning. Dealings in the issues in the over-the-counter market, on

a when-issued basis, promptly established small premiums for the issues. It appears, however, that the shorter dated issues were more attractive than the three-year notes.

In the Stock Exchange money markets, call loans were again 2½ per cent for all transactions, whether renewals or new loans. Accommodation was available in the unofficial street market at drastic concessions, rates of 1½ per cent being quoted

TREASURY OFFERING IS TAKEN PROMPTLY

early in the week and only 1 per cent in later dealings. Time loans held at 1½ per cent for all maturities. Bankers' acceptances were continued at 1 per cent bid and 7 to 8 asked for 30 to 90-day maturities, and 1¾ bid and 1¼ asked for latest dates. Commercial paper rates likewise were unchanged, at 2¾ to 3 per cent for prime names, all dates, and 3¼ per cent for others. Business was extremely light in all sections of the money market, as there is little demand for accommodation, despite the huge credit supply now available.

Daily closing quotations of foreign exchange (bankers' bills) in the New York market follow:

	Thurs. June 2	Fri. June 3	Sat. June 4	Moa. June 6	Tues. June 7	Wed. June 8
Sterling, checks...	3.69 1/2	3.69 1/2	3.69 1/2	3.69	3.67 1/2	3.67 1/2
Sterling, cables...	3.69 1/2	3.69 1/2	3.70	3.69 1/2	3.67 1/2	3.67 1/2
Paris, checks...	5.94 1/2	5.94 1/2	5.94 1/2	5.94 1/2	5.94 1/2	5.94 1/2
Paris, cables...	3.95	3.94 1/2	3.94 1/2	3.94 1/2	3.94 1/2	3.94 1/2
Berlin, checks...	23.66	23.70	23.68	23.68	23.69	23.67
Berlin, cables...	23.68	23.72	23.70	23.70	23.70	23.73
Antwerp, checks...	13.99	13.99 1/2	13.99	13.98 1/2	13.97 1/2	13.92
Antwerp, cables...	13.99 1/2	14.00	13.99 1/2	13.99 1/2	13.98	13.97
Lire, checks...	5.14 1/2	5.14	5.14	5.14	5.13 1/2	5.13 1/2
Lire, cables...	5.14 1/2	5.14 1/2	5.14 1/2	5.14 1/2	5.14 1/2	5.14 1/2
Swiss, checks...	19.59	19.60	19.59	19.59	19.56 1/2	19.57 1/2
Swiss, cables...	19.59 1/2	19.60 1/2	19.59 1/2	19.59 1/2	19.57 1/2	19.58 1/2
Guilder, checks...	40.55	40.58	40.55	40.55	40.53 1/2	40.51
Guilder, cables...	40.56	40.59	40.60	40.57	40.54 1/2	40.53 1/2
Pesetas, checks...	8.26	8.25 1/2	8.25 1/2	8.25	8.24	8.28
Pesetas, cables...	8.27	8.26 1/2	8.26 1/2	8.26	8.25	8.26
Denmark, checks...	20.19	20.19	20.19	20.24	20.19	20.10
Denmark, cables...	20.20	20.20	20.20	20.25	20.20	20.18
Sweden, checks...	18.96	18.95	18.99	18.97	18.89	18.82
Sweden, cables...	18.97	18.96	19.00	18.98	18.90	18.87
Norway, checks...	18.44	18.44	18.44	18.45	18.37	18.31
Norway, cables...	18.45	18.45	18.45	18.46	18.38	18.36
Greece, checks...	.66	.66	.66	.66	.66	.66
Greece, cables...	.66 1/2	.66 1/2	.66 1/2	.66 1/2	.66 1/2	.66
Portugal, checks...	3.37	3.38	3.38	3.37	3.34	3.34
Portugal, cables...	3.38	3.38	3.39	3.39	3.36	3.36
Australia, checks...	2.95 1/2	2.95 1/2	2.95 1/2	2.95	2.93 1/2
Australia, cables...	2.95 1/2	2.95 1/2	2.95 1/2	2.95 1/2	2.93 1/2
Montreal, demand...	87.75	87.75	87.62	86.85	86.85	85.75
Argentina, demand...	25.40	25.20	25.20	24.95	24.95	25.20
Brazil, demand...	7.20	7.20	7.20	7.20	7.20	6.95
Chile, demand...	6.16	6.10	6.10	6.13	6.13	6.35
Uruguay, demand...	47.75	47.75	47.75	47.75	47.75	47.25

